



With funding from
Austrian
Development
Cooperation



Request for Proposal (RFP) for Design, Production, Transportation and Installation of 4 Renewable Heating and Cooling Training Rigs

1. Introduction

Project Overview:

SOLTRAIN+ (Southern African Renewable Heating and Cooling Training and Demonstration Initiative) is a regional initiative on capacity building and the demonstration of renewable heating and cooling systems in the SADC region. SOLTRAIN+ aims to support target countries in transitioning from a largely fossil-based energy supply system to a sustainable supply structure based on renewable energy in general, and on solar thermal in particular.

Objective:

This tender is issued under the SOLTRAIN+ programme with the objective of procuring four (4) solar thermal and heat pump training rigs. The rigs will be used in training institutions in Zambia, Eswatini, Malawi, and Tanzania to build capacity in solar thermal and heat pump technologies. AEE INTEC and The SADC Centre for Renewable Energy and Energy Efficiency (SACREEE), in partnership with local institutions, will coordinate the process.

2. Organisation Background

Organisation Overview:

SOLTRAIN+ is a regional initiative on capacity building and the demonstration of solar thermal systems in the SADC region. SOLTRAIN+ aims to support target countries in transitioning from a largely fossil-based energy supply system to a sustainable supply structure based on renewable energy in general, and on solar thermal in particular.

The project is funded by the Austrian Development Agency (ADA) and implemented by AEE INTEC an Austrian based research and development institute. The project consortium consists of AEE INTEC and 9 regional partners¹ including SACREEE who is responsible to coordinate dissemination activities of SOLTRAIN+.

Current Country Presence:

The current SOLTRAIN+ scope is in Botswana, Lesotho, Namibia, South Africa and Zimbabwe. In

¹ The country partners are: Clean Energy Research Centre (CERC) at the University of Botswana and Solar Industries Association of Botswana (SIAB) both in Botswana; Energy Research Centre at the National University of Lesotho's Energy Research Centre (NUL) and Bethel Business and Community Development Centre (BBCDC) both in Lesotho; Namibian Energy Institute (NEI) at the Namibia University of Science and Technology in Namibia; Centre for Renewable and Sustainable Energy Studies (CRSES) at Stellenbosch University and the South African National Energy Development Institute (SANEDI) both in South Africa; National University of Science and Technology (NUST) in Zimbabwe

WP7 of SOLTRAIN+ we aim to expand to 4 additional countries: Zambia, Eswatini, Malawi, and Tanzania. In each of those countries a training rig shall be installed.

3. Project Scope

The supplier is required to design, manufacture, test, transport, and deliver four (4) complete training rigs, each consisting of the **following components**:

- 1 pumped system, including:
 - 1 flat plate collector
 - 1 hot water storage tank (100-200 litre)
 - 1 heat pump
- 1 thermosiphon system, including:
 - 1 heat pipe collector
 - 1 hot water storage tank (100-200 litre)
- Mounting and un-mounting options for flexible installation
- Smart control kit with AC controller, monitoring capability, and safety systems
- All other components required for the overall target and functionalities described in the RFP.

**Please note that the flat plate collector and storage tank should have Solar Keymark or equivalent test certificate.*

Following **functionalities** must be incorporated in the design:

- Each rig must allow for flexible pipe connection (hot/cold water) and electricity connection.
- The rigs must be mobile within a workshop of a specific VTC and outside the direct vicinity of this workshop. It is not intended for transportation by car.
- The rig is intended to be installed at a VTC for training purposes. The rig shall be designed to allow frequent disassembling and assembling for training purposes.

The Supplier shall be responsible for:

- Design, manufacturing, and quality assurance of the rigs
- Testing and certification of equipment
- Packaging and international transportation to target countries
- Installation on site
- Delivery to the identified training institutes with instruction to on-site staff for maintenance
- Provide at least 2-day training to the VTC external stakeholders together with the SOLTRAIN+ partners
- Provision of manuals and training material
- Warranty of 1 year

SACREEE and target countries shall be responsible for:

- Facilitating customs clearance and tax exemptions
- Selection and coordination with local training institutions
- Invitation and appointment of local solar experts for installation and training in cooperation with supplier and other stakeholders

4. Delivery

The supplier shall deliver the training rigs to the designated institutions in the following countries:

- Zambia
- Eswatini
- Malawi
- Tanzania

		04/2025-08/2025	01/2026	02/2026	03/2026	04/2026	05/2026	06/2026-10/2026
Scope of RFP	Pre-Scope	1st round of trainings						
	Phase 1	Design and Manufacturing		M1				
	Phase 2	Transportation and Delivery			M2			
	Phase 3	Training by Rig Supplier (2nd round of trainings)					M3	
	Post-Scope	3rd round of trainings						

Each Phase is completed after the following acceptance criteria have been met:

- M1 Documentation of 4 manufactured Training Rigs by 28.2.2026
- M2 Proof of delivery to 4 VTCs of target countries by 31.3.2026
- M3 4 completed SOLTRAIN training documentation templates by 31.5.2026

4. Budget

Budget Range:

45,000-57,000 EUR (gross)

The budget must include:

- All components listed and required for the training rigs
- Monitoring equipment based on AEE INTEC specifications (2,000 EUR per rig)
- Transportation of training rigs
- Labor for manufacturing, installation and training
- VAT and taxes

Please note that proposals will be evaluated based on a comprehensive set of criteria, including but not limited to cost (see evaluation criteria).

- Payment 1 On Contract Signature 50%
- Payment 2 On Proof of Delivery (M2) 30%
- Payment 3 On Documentation of Trainings (M3) 20%

5. Timeline

Project Timeline:

- Tender submission deadline: [15.12.2025 – 17:00 CAT]
- Interviews with short-listed suppliers (optional): [16.-17.12.2025]
- Evaluation and vendor selection: [18.12.2025]
- Project kick-off: [21.01.2026]

6. Proposal Requirements

Submission Guidelines:

Please send your proposals to w.gruber-glatzl@aee.at by [15.12.2025 – 17:00 CAT]

Proposal Format:

- Company profile and experience incl. references of previous work
- Project approach and methodology
- Timeline and milestones
- Budget breakdown
- Team bios and expertise

Evaluation Criteria:

The proposals will be evaluated with the following criteria:

- experience and past performance and quality of previous work
 - manufacturing
 - training
- clarity and feasibility of proposed approach,
- cost-effectiveness,

7. Selection Process

Selection Process:

- RFP to be shared by SOLTRAIN+ SC and published through SOLTRAIN website
- Proposals will be reviewed and shortlisted by AEE INTEC, NUL, NEI and SACREEE
- Interviews will be conducted to clarify open questions
- Service providers will be selected based on the evaluation criteria

8. Questions and Clarifications

Contact Information:

Service providers can direct questions to w.gruber-glatzl@aee.at

9. Legal Information**Confidentiality:**

- All information and Materials provided by AEE INTEC or SOLTRAIN+ partners are confidential and must not be disclosed to any third party without prior written consent from SOLTRAIN+.
- The selected service provider is required to sign a Contract with Non-Disclosure Agreement to ensure confidentiality throughout the project.

Terms and Conditions:

- The selected service provider will be required to enter a formal contract with AEE INTEC, which will outline the specific terms, conditions and deliverables agreed upon.
 - The service provider must comply with all applicable local, national and international laws, including data protection and privacy regulations.
 - Intellectual Property: AEE INTEC reserves the right to terminate the contract with the service provider for non-performance, breach of contract, or other valid reasons.
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